

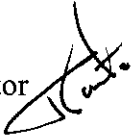


FAIRFAX COUNTY PARK AUTHORITY

M E M O R A N D U M



TO: Chairman and Members
Park Authority Board

VIA: *for* Michael A. Kane, Director 

FROM: Peter Furey, Manager
Golf Enterprises

DATE: May 18, 2006

Agenda

Public Links, Inc. Annual Meeting
Wednesday, May 24, 2006 – 6 p.m.
Board Room – Herrity Building
Chairman: Harold L. Strickland

1. 2005 Annual Report*
2. Leases for 2006- 2007*
3. Election of Officers 2006-2007
4. Minutes from Annual Meeting 2005*

*Enclosures

cc: Timothy K. White
Leadership Team

PUBLIC LINKS, INC.

2005

ANNUAL REPORT

INTRODUCTION/OVERVIEW

During calendar year 2005, Public Links Inc. continued to operate beverage concessions at three Fairfax County Park Authority golf Courses (Greendale, Pinecrest and Twin Lakes).

Public Links generated gross revenues of \$103,910, an increase of 1.6% over 2004.. Expenses of \$48,195 were up about 8% over last year. Greendale purchased a new beer cooler in 2005 for \$6,500, and start-up costs for the operations at the Laurel Hill Golf Club also required additional funding.

Public Links Inc. paid \$63,211 to Fairfax County Park Authority in 2005, which represents an increase of 10% over last year.

Greendale began weekend and holiday operation of their beverage cart which increased their revenues by 42%. There were no associated problems involved with the beverage cart operations and the cart was well received by the majority of people served during operations.

Laurel Hill Golf Course did not have any beer sales in 2005. They will begin full operations in 2006 with the completion of the clubhouse.

PUBLIC LINKS SUMMARY 2004-2005

PUBLIC LINKS SUMMARY 2005

Name of Golf Course	Balance Forward	Gross Revenue	Total Expense	Net Revenue	Total Paid FCPA	Account Balance
Greendale	\$11,946.91	\$29,047.24	\$18,825.87	\$10,221.37	\$17,977.85	\$4,190.43
Pinecrest	\$1,775.10	\$12,321.14	\$3,315.02	\$9,006.12	\$7,233.20	\$3,548.02
Twin Lakes	\$5,369.45	\$63,542.19	\$26,054.41	\$42,857.23	\$38,000.00	\$4,857.23
TOTAL	\$19,091.46	\$104,910.57	\$48,195.30	\$62,084.72	\$63,211.05	\$12,595.88

PUBLIC LINKS SUMMARY 2004

Name of Golf Course	Balance Forward	Gross Revenue	Total Expense	Net Revenue	Total Paid FCPA	Account Balance
Greendale	\$8,166.00	\$20,358.00	\$10,704.00	\$17,820.00	\$5,873.00	\$11,947.00
Pinecrest	\$2,260.00	\$11,710.00	\$4,338.00	\$9,632.00	\$7,858.00	\$1,775.00
Twin Lakes	\$7,452.00	\$71,142.00	\$29,773.00	\$48,821.00	\$43,452.00	\$5,369.00
TOTAL	\$17,878.00	\$103,210.00	\$44,815.00	\$76,273.00	\$57,183.00	\$19,091.00

**GREENDALE GOLF COURSE
PUBLIC LINKS EXPENDITURES/REVENUE 2005**

Expenditures	Beer	Cups	Bank Fees	Sales Tax	ABC	Misc.	Total	Misc exp
Jan	\$0.00	\$0.00	\$19.85	\$25.61	\$0.00	\$1,908.46	\$1,963.92	Liability Insurance
Feb	\$0.00	\$0.00	\$16.41	\$25.61	\$0.00	\$3,159.82	\$3,201.84	Checks/Cooler
Mar	\$587.50	\$95.07	\$14.42	\$21.97	\$0.00	\$0.26	\$719.22	Tax Adjustment
Apr	\$0.00	\$0.00	\$21.42	\$26.52	\$0.00	\$0.00	\$47.94	
May	\$0.00	\$0.00	\$30.31	\$140.49	\$0.00	\$3,129.81	\$3,300.61	Cooler
June	\$950.75	\$0.00	\$35.69	\$198.34	\$0.00	\$300.00	\$1,484.78	Cooler
July	\$2,000.00	\$0.00	\$34.33	\$219.04	\$0.00	\$0.00	\$2,253.37	
Aug	\$2,881.25	\$0.00	\$32.72	\$267.56	\$145.00	\$0.00	\$3,326.53	
Sept	\$0.00	\$0.00	\$36.50	\$162.54	\$25.00	\$0.00	\$224.04	
Oct	\$1,515.50	\$0.00	\$37.50	\$170.85	\$0.00	\$152.18	\$1,876.03	Legal/Laurel Hill
Nov	\$0.00	\$0.00	\$43.05	\$121.18	\$0.00	\$0.00	\$164.23	Legal/Laurel Hill
Dec	\$0.00	\$0.00	\$25.57	\$53.40	\$0.00	\$194.39	\$273.36	
Total	\$7,935.00	\$95.07	\$347.77	\$1,433.11	\$170.00	\$8,844.92	\$18,825.87	

**GREENDALE GOLF COURSE
PUBLIC LINKS EXPENDITURES/REVENUE 2005**

Revenue	Total Revenue	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
*Balance brought forward					\$11,946.91
Jan	\$521.08	\$1,953.92	(\$1,432.84)	\$0.00	\$10,514.07
Feb	\$442.78	\$3,201.84	(\$2,759.06)	\$0.00	\$7,755.01
Mar	\$534.38	\$719.22	(\$184.84)	\$0.00	\$7,570.17
Apr	\$2,860.26	\$47.94	\$2,812.32	\$0.00	\$10,382.49
May	\$4,039.80	\$3,300.61	\$739.19	\$2,952.81	\$8,168.87
June	\$4,465.46	\$1,484.78	\$2,980.68	\$937.39	\$10,212.16
July	\$5,452.44	\$2,253.37	\$3,199.07	\$2,000.00	\$11,411.23
Aug	\$3,318.06	\$3,326.53	(\$8.47)	\$3,466.63	\$7,936.13
Sept	\$3,477.90	\$224.04	\$3,253.86	\$3,480.60	\$7,709.39
Oct	\$2,454.82	\$1,876.03	\$578.79	\$1,600.00	\$6,688.18
Nov	\$1,093.46	\$164.23	\$929.23	\$2,454.82	\$5,162.59
Dec	\$386.80	\$273.36	\$113.44	\$1,085.60	\$4,190.43
Total	\$29,047.24	\$18,825.87	\$10,221.37	\$17,977.85	

**PINECREST GOLF COURSE
EXPENDITURES/REVENUE 2005**

Expenditures	Beer	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total
Jan	\$0.00	\$0.00	\$0.00	\$22.73	\$12.36	\$0.00	\$0.00	\$35.09
Feb	\$0.00	\$0.00	\$101.30	\$25.26	\$17.52	\$0.00	\$0.00	\$144.08
Mar	\$0.00	\$0.00	\$0.00	\$20.96	\$22.03	\$0.00	\$0.00	\$42.99
Apr	\$0.00	\$0.00	\$0.00	\$21.84	\$8.28	\$0.00	\$0.00	\$30.12
May	\$540.00	\$31.69	\$0.00	\$32.70	\$36.36	\$0.00	\$0.00	\$640.75
June	\$0.00	\$0.00	\$0.00	\$35.29	\$57.84	\$0.00	\$0.00	\$93.13
July	\$0.00	\$63.40	\$101.29	\$34.59	\$85.32	\$0.00	\$0.00	\$284.60
Aug	\$0.00	\$0.00	\$0.00	\$34.57	\$47.64	\$0.00	\$0.00	\$82.21
Sept	\$1,437.50	\$0.00	\$0.00	\$37.23	\$81.48	\$170.00	\$0.00	\$1,726.21
Oct	\$0.00	\$34.23	\$0.00	\$35.75	\$53.16	\$0.00	\$0.00	\$123.14
Nov	\$0.00	\$0.00	\$0.00	\$34.77	\$24.36	\$0.00	\$0.00	\$59.13
Dec	\$0.00	\$0.00	\$0.00	\$30.01	\$23.56	\$0.00	\$0.00	\$53.57
Total	\$1,977.50	\$129.32	\$202.59	\$365.70	\$469.91	\$170.00	\$0.00	\$3,315.02

**PINECREST GOLF COURSE
EXPENDITURES/REVENUE 2005**

Revenue	Total Revenue	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
*Balance brought forward					\$1,775.10
Jan	\$382.25	\$35.09	\$347.16	\$0.00	\$2,122.26
Feb	\$231.00	\$144.08	\$86.92	\$169.26	\$2,038.92
Mar	\$209.00	\$42.99	\$166.01	\$86.92	\$2,119.01
Apr	\$998.25	\$30.12	\$968.13	\$562.86	\$2,524.28
May	\$1,416.37	\$640.75	\$775.62	\$744.84	\$2,555.06
June	\$1,585.25	\$93.13	\$1,493.12	\$1,130.18	\$2,918.00
July	\$1,562.00	\$284.60	\$1,277.40	\$874.34	\$3,321.06
Aug	\$1,716.00	\$82.21	\$1,633.79	\$2,088.56	\$2,866.29
Sept	\$1,393.17	\$1,726.21	(\$333.04)	\$127.06	\$2,406.19
Oct	\$2,048.60	\$123.14	\$1,925.46	\$715.76	\$3,615.89
Nov	\$517.00	\$59.13	\$457.87	\$733.42	\$3,340.34
Dec	\$261.25	\$53.57	\$207.68	\$0.00	\$3,648.02
Total	\$12,321.14	\$3,315.02	\$9,006.12	\$7,233.20	

**TWIN LAKES GOLF COURSE
PUBLIC LINKS EXPENDITURES/REVENUE 2005**

Expenditures	Beer	Soda	Cups	Mixed Gas	Bank Fees	Sales Tax	ABC	Misc.	Total
Jan	\$0.00	\$0.00	\$0.00	\$6.00	\$20.59	\$50.35	\$0.00	\$0.00	\$76.94
Feb	\$0.00	\$0.00	\$0.00	\$0.00	\$20.67	\$37.31	\$0.00	\$0.00	\$57.98
Mar	\$1,000.00	\$657.00	\$207.92	\$0.00	\$18.05	\$16.90	\$0.00	\$0.00	\$1,899.87
Apr	\$1,000.00	\$758.60	\$0.00	\$204.72	\$23.43	\$66.48	\$0.00	\$0.00	\$2,053.23
May	\$2,000.00	\$758.60	\$103.96	\$6.00	\$66.79	\$226.03	\$0.00	\$0.00	\$3,161.38
June	\$2,000.00	\$967.70	\$51.98	\$42.46	\$47.75	\$475.81	\$0.00	\$0.00	\$3,585.70
July	\$2,000.00	\$1,072.25	\$103.96	\$41.58	\$45.21	\$474.82	\$0.00	\$0.00	\$3,737.82
Aug	\$2,000.00	\$931.80	\$0.00	\$202.31	\$43.36	\$497.41	\$290.00	\$0.00	\$3,964.88
Sept	\$3,000.00	\$1,301.50	\$0.00	\$6.30	\$44.55	\$500.33	\$406.84	\$0.00	\$5,259.52
Oct	\$0.00	\$0.00	\$0.00	\$15.81	\$33.07	\$435.47	\$0.00	\$0.00	\$484.35
Nov	\$0.00	\$638.80	\$0.00	\$175.66	\$125.51	\$222.73	\$0.00	\$0.00	\$1,162.70
Dec	\$0.00	\$0.00	\$0.00	\$462.53	\$37.75	\$109.76	\$0.00	\$0.00	\$610.04
Total	\$13,000.00	\$7,086.25	\$467.82	\$1,163.37	\$526.73	\$3,113.40	\$696.84	\$0.00	\$26,054.41

**TWIN LAKES GOLF COURSE
PUBLIC LINKS EXPENDITURES/REVENUE 2005**

Revenue	Total Revenue	Total Expenses	Net Revenue	Beer Sales Paid to FCPA	Account Balance
*Balance brought forward					\$5,369.45
Jan	\$781.89	\$76.94	\$704.95	\$0.00	\$6,074.40
Feb	\$364.49	\$57.98	\$296.51	\$3,000.00	\$3,370.91
Mar	\$1,396.60	\$1,899.87	(\$503.27)	\$0.00	\$2,867.64
Apr	\$4,748.21	\$2,053.23	\$2,694.98	\$0.00	\$5,562.62
May	\$9,993.96	\$3,161.38	\$6,832.58	\$0.00	\$12,395.20
June	\$9,982.91	\$3,585.70	\$6,397.21	\$15,000.00	\$3,792.41
July	\$10,452.14	\$3,737.82	\$6,714.32	\$0.00	\$10,506.73
Aug	\$9,453.27	\$3,964.88	\$5,488.39	\$0.00	\$15,995.12
Sept	\$9,150.70	\$5,259.52	\$3,891.18	\$0.00	\$19,886.30
Oct	\$4,682.04	\$484.35	\$4,197.69	\$10,000.00	\$14,083.99
Nov	\$2,307.18	\$1,162.70	\$1,144.48	\$0.00	\$15,228.47
Dec	\$238.80	\$610.04	(\$371.24)	\$10,000.00	\$4,857.23
Total	\$63,542.19	\$26,054.41	\$37,487.78	\$38,000.00	

THIS LEASE, made this 24th day of May, 2006, by and between FAIRFAX COUNTY PARK AUTHORITY, hereinafter called Landlord, and PUBLIC LINKS, INC., hereinafter called Tenant.

WITNESSETH:

That for and in consideration of the mutual covenants and promises herein contained by and between the parties hereto, the Landlord agreed to lease to the Tenant the right to use the Clubhouses at Greendale Golf Course, Twin Lakes Golf Course, Pinecrest Golf Center and the Laurel Hill Golf Club for a period beginning at 12:00 o'clock Noon, on the 25th day of May 2006, and ending at 12:00 o'clock Noon, on the 31st day of May 2007, unless otherwise notified or terminated as provided herein, as follows:

1. The parties agree that the Tenant shall have the right and privilege to operate a concession for the sale of food, beverages, and beer in an agreed area at the Greendale, Pinecrest, Twin Lakes and Laurel Hill Golf Club Clubhouses, Fairfax County, Virginia.

2. It is understood that the Tenant will also be entitled to use such facilities, equipment and fixtures provided by the Landlord in the operation of its concession.

3. Tenant agrees that they will use said property for the sole purpose of selling food and beverages, including beer, at Greendale, Pinecrest, and Twin Lakes Golf Courses and for no other purpose. The Laurel Hill Golf Club will offer wine in addition to beer, food and other beverages.

4. Tenant will not use and will not permit said property or any part thereof to be used for any disorderly or unlawful purpose.

5. Tenant will at all times be subject to reasonable rules, restrictions, and instructions regarding the use of the property by the Landlord.

6. Tenant agrees to observe and abide by any and all lawful notices, rules, and requests given or made by Landlord for the occupancy, operation, and maintenance of the property.

7. Tenant will not cause or permit any signs, advertisements, pictures, fixtures, inscriptions, or notices to be displayed, inscribed upon, or affixed on any part of the outside of the said property except as authorized by Landlord and any applicable public law.

8. It is understood that this lease may be terminated by either party upon giving thirty (30) days written notice from wither to the other, after which this lease shall no longer be in full force and effect.

9. The Tenant will be responsible for the maintenance; cleanliness of all equipment, fixtures, and furnishings supplied to it by the Landlord, and agrees to return the same to the Landlord in the same condition as given initially, less ordinary wear and tear

10. Tenant agrees, at its own cost and expense to keep and maintain all permits and licenses required by the laws of the Commonwealth of Virginia, and the County of Fairfax, and to keep in full force and effect Public Liability insurance in the amount of at least \$100,000 per person in any one occurrence, and no less than \$300,000 in the aggregate in any one occurrence, which coverage shall include Products Liability Protection. Said policy will name the

Landlord as an additional insured on the Contract.

11. In return for the use of all of the facilities by the Tenant in the Greendale, Pinecrest, Laurel Hill and Twin Lakes Golf Course Clubhouses, the Tenant agrees to pay to the Landlord the total of all proceeds received by it from the operation of its concession.

12. All of the terms, covenants, agreements and provisions herein contained shall bind and insure to the benefit of the Landlord, Tenant, their herein, executors, administrators, personal representatives, successors, trustees, receivers, and assigns, as applicable, except as otherwise provided herein.

13. All nouns used herein shall be interpreted and construed to include the singular, plural, masculine, feminine, or neuter forms in any place or places in which the context may require to indicate such interpretation and construction.

14. Unless otherwise modified by the context of this lease, the word "term" whenever used herein shall include and be construed to mean the original and full term of this lease, any extension or renewal thereof, and the period of time between the beginning of the original term and the termination of this lease for any cause whatever.

15. This lease contains the entire agreement between all parties hereto and shall not be changed or modified in any manner except by an instrument in writing executed by the parties hereto.

WITNESS the following signatures and seals:

FAIRFAX COUNTY PARK AUTHORITY

By: _____(SEAL)

PUBLIC LINKS, INC.

By: _____(SEAL)

ATTEST:

PUBLIC LINKS, INC.

Annual Board of Director's Meeting
May 25, 2005

Minutes

The Public Links, Inc. Annual Board of Director's Meeting was held May 25, 2005 at the offices of the Fairfax County Park Authority, 12055 Government Center Parkway, Fairfax Virginia.

In attendance and representing Public Links, Inc were:

Mr. Hal Strickland, President

Ms. Joanne Malone, Vice President

Mr. Gary Temple, Treasurer

Representing the Fairfax County Park Authority were:

Mr. Mike Kane, Director

Mr. Tim White, Assistant Director

Mr. Gil McCutcheon, Board member

Mr. Ed Batten Sr., Board Member

Ms. Georgette Kohler, board member

Mr. Harrison Glasgow, Board member

Mr. Charlie Bittenbring, Park Services

Mr. Peter Furey, Golf Enterprises

Ms. Malone called the meeting to order and the first order of business, the 2004 Annual Report, was presented.

Mr. Furey began the presentation with an overview of Public Links, Inc. describing which Park Authority sites were part of Public Links, Inc.

Mr. Batten questioned Mr. Furey about information on the Public Links, Inc. Annual Report summary sheet and a problem with the final numbers was noted due to a computation error. Mr Batten also noted a problem in the contract in line #1 on how it reads. It was unclear in the wording that it should reflect net revenue.

Mr. Strickland inquired about Laurel Hill and the revenue potential for Public Links, Inc. when it opens. Mr. Strickland was very interested and emphasized that with Laurel Hill opening, Public Links, Inc. should be fully utilized to improve and take advantage of the revenue potential.

(2)

Ms. Kohler asked why some months' revenues were much higher than other months and she asked if the weather has had impact on Public Links, Inc. revenues. Mr. Furey explained that some months have higher revenues than other months because we are doing more golf business. There is a direct relationship to more golfers and higher beer sales.

With no more new business to be presented, Mr. McCutcheon moved that the meeting be adjourned. The motion was seconded by Ms. Malone and the meeting was adjourned.